

## Message Text

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ORIGIN AF-08

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS

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E.O. 11652:N/A

TAGS: BGEN, EIND, NI

SUBJECT: SMALL-INDUSTRIES PROPOSAL BY CHECCHI AND CO.

1. CHECCHI AND COMPANY, WASHINGTON-BASED CONSULTING FIRM, HAS BEEN KEEPING DEPARTMENT INFORMED ABOUT STATUS OF FIRM'S PROPOSAL TO FEDERAL MININDUSTRIES FOR TECHNICAL SERVICES WORTH DOLS 9 MILLION WHICH WOULD BE PART OF AN IBRD-FINANCED SMALL-SCALE INDUSTRY DEVELOPMENT PROJECT. ACCORDING CHECCHI, FIVE COMPETING PROPOSALS WERE EVALUATED BY FMG AND UNIDO AND REDUCED TO TWO: CHECCHI'S AND ONE FROM A CONSORTIUM OF GERMAN MANUFACTURERS. CHECCHI IS NOW WORRIED ABOUT THE POSSIBILITY OF UNFAIR COMPETITION BY THE GERMANS AND ABOUT RUMORS THAT THE FMG HAS DECIDED TO FINANCE THE PROJECT ENTIRELY FROM ITS OWN RESOURCES, THUS DISCARDING IBRD PROCEDURES AND POSSIBLY CHANGING THE ORIGINAL TERMS OF REFERENCE.

2. CHECCHI REQUESTED EMBASSY ASSISTANCE IN DEVELOPING INFORMATION ON THE STATUS OF THE PROJECT AND ADVISING WHO THE CHECCHI REPRESENTATIVES SHOULD SEE DURING THEIR NEXT VISIT TO LAGOS IN LATE SEPTEMBER (IN ADDITION TO F.J.

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OKONO, DIRECTOR OF MININDUSTRIES SMALL INDUSTRIES DIVISION,

THEIR ONLY CONTACT TO DATE). DEPARTMENT INFORMED CHECCHI

ABOUT RECENT VISIT TO WASHINGTON OF THE FOUR PERMANENT SECRETARIES. CHECCHI MET WITH THREE OF THEM, INCLUDING MININDUSTRIES PERMSEC JODA. HE SAID FMG DEFINITELY GOING AHEAD WITH THE PROJECT AND IS CONSIDERING USE OF OWN RESOURCES FOR THE PROJECT RATHER THAN BORROWING FROM IBRD, ALTHOUGH FINAL DECISION ON THIS NOT YET TAKEN. HE CONFIRMED THAT MININDUSTRIES WOULD CONTINUE TO HAVE PRIMARY RESPONSIBILITY FOR THE PROJECT AND ADVISED CHECCHI TO SEE MINISTRY OFFICERS DEDE, OKONO, AND OLUWUMI DURING NEXT VISIT.

3. CONTACT WITH JODA AND THE OTHER PERMSECS DID NOT MOLLIFY CHECCHI'S CONCERNS, AND THE FIRM HAS REAFFIRMED ITS REQUEST FOR ANY INFORMATION EMBASSY CAN DEVELOP IN ADVANCE OF THE VISIT ABOUT ONE MONTH FROM NOW. IN PARTICULAR, CHECCHI WOULD APPRECIATE EMBASSY SUGGESTION OF ANY ADDITIONAL PERSONS ITS REPRESENTATIVES SHOULD SEE DURING THE FORTHCOMING VISIT. FYI, CHECCHI IS AWARE THAT CALLING ON PERSONS OUTSIDE MININDUSTRIES MAY JEOPARDIZE ITS STANDING WITH THE MINISTRY, BUT IS WILLING RUN THIS RISK UNDER THE CIRCUMSTANCES. END FYI.

4. COPIES OF CHECCHI LETTER TO DEPARTMENT AND ORIGINAL PROPOSAL TO FMG BEING POUCHED TO EMBASSY, ATTENTION HARRY CAHILL. KISSINGER

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## Message Attributes

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